

UD. SEJAHTERA ABADI

Office : Puri Anjasoro 61 / 21-22 Semarang

Phone : (024) 600307 Fax. (024) 600332

Surat Keterangan

Yang bertanda tangan di bawah ini, Pimpinan UD. SEJAHTERA ABADI Semarang, menerangkan dengan sesungguhnya bahwa:

Nama : Lydia Kristiawan
Nim : 92-30-1191
Nirm : 92-6-111-02016-50028
Universitas : Unika Soegijapranata
Fakultas : Ekonomi
Jurusan : Manajemen
Judul Skripsi : Pengaruh Biaya-Biaya Salesman Terhadap Peningkatan Total Penjualan Di UD. SEJAHTERA ABADI

Telah melakukan penelitian di UD. SEJAHTERA ABADI Semarang. Dengan demikian surat keterangan ini kami buat untuk dapat dipergunakan sebagaimana mestinya.

Semarang, 26 April 1996

Kepala Cabang

(Santosa Sudargo)

Lampiran I

----- REGRESSION ANALYSIS -----

DATA FOR: A:LYDIA LABEL:
CASES: 4 NUMBER OF VARIABLES: 3

antara biaya gaji dan komisi terhadap omzet penjualan

NAME	MEAN	STD. DEV.
b.gaji	20.8825	6.9776
b.pjln	14.9925	6.9520
penjln	1690.9025	527.2532

VARIABLE: penjln

REGRESSION COEFFICIENT	STD. ERROR	T (DF= 2)	PROB.
74.4872	8.9865	8.289	.01424
135.4226			

OF EST. = 108.6069

SQUARED = .9717
r = .9858

ANALYSIS OF VARIANCE TABLE

SUM OF SQUARES	D.F.	MEAN SQUARE	F RATIO	PROB.
810396.8213	1	810396.8213	68.704	.0142
23590.9170	2	11795.4585		
833987.7383	3			

UNOVED	CALCULATED	RESIDUAL	STANDARDIZED RESIDUALS
2.170	1342.116	-109.9460	-2.0
5.570	1393.512	32.0578	0
1.480	1571.537	99.9433	2.0
4.390	2456.445	-22.0552	0

SON TEST = 1.6810

Lampiran II

----- REGRESSION ANALYSIS -----

DATA FOR: A:LYDIA LABEL:
OF CASES: 4 NUMBER OF VARIABLES: 3

Pengaruh biaya perjalanan terhadap omzet penjualan

NAME	MEAN	STD. DEV.
b.gaji	20.8825	6.9776
b.pjln	14.9925	6.9520
R.: penjln	1690.9025	527.2532

NT VARIABLE: penjln

REGRESSION COEFFICIENT	STD. ERROR	T (DF= 2)	PROB.
75.0644	7.6620	9.797	.01026
565.4990			

ROR OF EST. = 92.2591

r SQUARED = .9796
r = .9897

ANALYSIS OF VARIANCE TABLE

	SUM OF SQUARES	D.F.	MEAN SQUARE	F RATIO	PROB.
ION	816964.2713	1	816964.2713	95.981	.0103
L	17023.4670	2	8511.7335		
	833987.7383	3			

RESERVED	CALCULATED	RESIDUAL	STANDARDIZED RESIDUALS
1232.170	1327.403	-95.2330	-2.0
1425.570	1388.205	37.3648	0
1671.480	1593.131	78.3489	1.6
2434.390	2454.871	-20.4807	-0.4

WATSON TEST = 1.7052

Lampiran III

REGRESSION ANALYSIS

DATA FOR: A:LYDIA LABEL:
 F CASES: 4 NUMBER OF VARIABLES: 3

h biaya gaji, komisi dan perjalanan thd omzet penjualan

NAME	MEAN	STD.DEV.
b.gaji	20.8825	6.9776
b.pjln	14.9925	6.9520
.. penjln	1690.9025	527.2532

T VARIABLE: penjln

REGRESSION COEFFICIENT	STD. ERROR	T(DF= 1)	PROB.	PARTIAL R ²
-312.7103	194.1232	-1.611	.35368	.7218
388.7936	194.8395	1.995	.29575	.7993
2392.0873				

OR OF EST. = 68.8141

R SQUARED = .9830

R SQUARED = .9943

MULTIPLE R = .9972

ANALYSIS OF VARIANCE TABLE

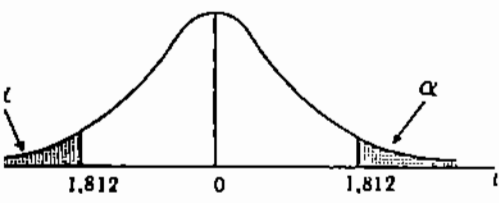
SOURCE	SUM OF SQUARES	D.F.	MEAN SQUARE	F RATIO	PROB.
ON	829252.3589	2	414626.1794	27.559	.0754
	4735.3794	1	4735.3794		
	833987.7383	3			

STANDARDIZED RESIDUALS

SERVED	CALCULATED	RESIDUAL	-2.0	0	2.0
232.170	1272.435	-40.2655	*		
425.570	1371.588	53.9818			*
671.480	1685.617	-14.1371	*		
2434.390	2433.969	.4208		*	

JATSON TEST = 2.9004

Tabel VI Titik persentasi distribusi t



Bagi d.f. = 10

$$P(t > 1.812) = 0.05$$

$$P(t < -1.812) = 0.05$$

α	.25	.20	.15	.10	.05	.025	.01	.005	.0005
1	1,000	1,376	1,963	3,078	6,314	12,706	31,821	63,657	636,619
2	,816	1,061	1,386	1,886	2,920	4,303	6,965	9,925	31,598
3	,765	,978	1,250	1,638	2,353	3,182	4,541	5,841	12,941
4	,741	,941	1,190	1,533	2,132	2,776	3,747	4,604	8,610
5	,727	,920	1,156	1,476	2,015	2,571	3,365	4,032	6,859
6	,718	,906	1,134	1,440	1,943	2,447	3,143	3,707	5,959
7	,711	,896	1,119	1,415	1,893	2,365	2,998	3,499	5,405
8	,706	,889	1,108	1,397	1,860	2,306	2,896	3,355	5,041
9	,703	,883	1,100	1,383	1,833	2,262	2,821	3,250	4,781
10	,700	,879	1,093	1,372	1,812	2,228	2,764	3,169	4,587
11	,697	,876	1,088	1,363	1,796	2,201	2,718	3,106	4,457
12	,695	,873	1,083	1,356	1,782	2,179	2,681	3,055	4,318
13	,694	,870	1,079	1,350	1,771	2,160	2,650	3,012	4,221
14	,692	,868	1,076	1,345	1,761	2,145	2,624	2,977	4,140
15	,691	,866	1,074	1,341	1,753	2,131	2,602	2,947	4,073
16	,690	,865	1,071	1,337	1,746	2,120	2,583	2,921	4,015
17	,689	,863	1,069	1,333	1,740	2,110	2,567	2,898	3,965
18	,688	,862	1,067	1,330	1,734	2,101	2,552	2,878	3,922
19	,688	,861	1,066	1,328	1,729	2,093	2,539	2,861	3,883
20	,687	,860	1,064	1,325	1,725	2,086	2,528	2,845	3,850
21	,686	,859	1,063	1,323	1,721	2,080	2,518	2,831	3,819
22	,686	,858	1,061	1,321	1,717	2,074	2,508	2,819	3,792
23	,685	,858	1,060	1,319	1,714	2,069	2,500	2,807	3,767
24	,685	,857	1,059	1,318	1,711	2,064	2,492	2,797	3,745
25	,684	,856	1,058	1,316	1,708	2,060	2,485	2,787	3,752
26	,684	,856	1,058	1,315	1,706	2,056	2,479	2,779	3,707
27	,684	,855	1,057	1,314	1,703	2,052	2,473	2,771	3,690
28	,683	,855	1,056	1,313	1,701	2,048	2,467	2,763	3,674
29	,683	,854	1,055	1,311	1,699	2,045	2,462	2,756	3,659
30	,683	,854	1,055	1,310	1,697	2,042	2,457	2,750	3,646
40	,681	,851	1,050	1,303	1,684	2,021	2,423	2,704	3,551
60	,679	,843	1,046	1,296	1,671	2,000	2,390	2,660	3,460
120	,677	,845	1,041	1,289	1,658	1,980	2,358	2,617	3,373
∞	,674	,842	1,036	1,282	1,645	1,960	2,326	2,576	3,291

Source: Fisher and Yates: Statistical Tables for Biological Agricultural and Medical Research, Tabel III. Izin Penerbit: Oliver and Boyd, Ltd, Edinburg, England.

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Semarang, 26 April 1996

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S E M A R A N G

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